

Project Government Affairs Key State Opinion Leaders (WEST)

-5/13/93

Lead Responsibility: PM: Tina Walls/RDs West
RJR:

FET ☒ ETS ☐

Time Line:
Ongoing

Description: Listing of key opinion leaders by state.

Action: Continuous development of listing. Need activation instructions.

REGION VII:

Minnesota

Paul Ogren - former DFL legislator and author of HealthRight, the MN universal healthcare program passed last year. He opposed using an unreliable, shrinking source of income for the program.

REGION VIII:

REGION IX:

REGION X:

New Mexico

Leonard Napolitano - Administrator for the University of NM Medical Center which receives 2.5 cents from cigarettes which is used for bonding for new buildings and cancer research. Bobby thinks that he may say something to the effect that a substantial increase in the FET would diminish their revenues.

North Dakota

Dean Meyer - lobbies for counties; was former Senator

REGION XI:

REGION XII:

Budget:

2048597114

● Project Government Affairs
Homestate Visits

-5/13/93

Lead Responsibility: PM: Kathleen Linehan
RJR:

ETS ☐ FET ☒

Time Line:
-Ongoing

Description:

●
Action:

- See following list for names of those to be contacted during Easter Recess.
- To begin during Easter Recess - April 2-12, 1993.

Budget:

2048597115

ALABAMA

Rep. Bevill
Rep. Browder
Rep. Cramer
Rep. Everett (R)
Rep. Hilliard
Sen. Heflin
Sen. Shelby

ALASKA

ARIZONA

Rep. Coppersmith
Rep. English
Rep. Pastor

ARKANSAS

Rep. Dickey (R)
Rep. Lambert
Rep. Thornton
Sen. Bumpers
Sen. Pryor

CALIFORNIA

Rep. Becerra
Rep. Brown
Rep. Condit
Rep. Dellums
Rep. Dixon
Rep. Dooley
Rep. Eshoo
Rep. Fazio
Rep. Filner
Rep. Hamburg
Rep. Harman
Rep. Lewis (R)
Rep. Matsui
Rep. Roybal-Allard
Rep. Schenk
Rep. Stark

CALIFORNIA (Cont.)

Rep. Tucker
Rep. Waters
Rep. Woolsey

COLORADO

Rep. McInnis (R)

CONNECTICUT

Rep. Franks (R)
Rep. Kennedy
Sen. Lieberman

DELAWARE

DISTRICT OF COLUMBIA

Delagale Norton

FLORIDA

Rep. Bachus
Rep. Brown
Rep. Deutsch
Rep. Diaz-Balart (R)
Rep. Fowler
Rep. Gibbons
Rep. Hastings
Rep. Hutto
Rep. Johnston
Rep. Meek
Rep. Peterson
Rep. Ros-Lehtinen (R)
Rep. Thurman
Sen. Graham

GEORGIA

Rep. Bishop
Rep. Collins (R)
Rep. Darden

2048597116

GEORGIA (Cont.)

Rep. Gingrich (R)
Rep. Johnson
Rep. Kingston (R)
Rep. Lewis
Rep. Under (R)
Rep. McKinney
Rep. Rowland
Sen. Coverdell
Sen. Nunn

HAWAII

IDAHO

Rep. Crapo (R)
Rep. LaRocco

ILLINOIS

Rep. Collins
Rep. Durbin
Rep. Evans
Rep. Gutierrez
Rep. Manzullo (R)
Rep. Michel (R)
Rep. Reynolds
Rep. Rostenkowski
Rep. Rush
Sen. Moseley-Braun

INDIANA

Rep. Buyer (R)
Rep. Jacobs
Rep. Long
Rep. McCloskey

IOWA

Rep. Grandy (R)
Rep. Leach (R)
Rep. Nussle (R)

KANSAS

Rep. Glickman
Rep. Slattery
Sen. Dole (R)
Sen. Kassebaum (R)

KENTUCKY

Rep. Baesler
Rep. Barkow
Rep. Bunning (R)
Rep. Mazloff
Rep. Natcher
Rep. Rogers (R)
Sen. Ford
Sen. McConnell (R)

LOUISIANA

Rep. Fields
Rep. Hayes
Rep. Jefferson
Rep. Tauzin
Sen. Breaux
Sen. Johnston

MAINE

Sen. Mitchell

MARYLAND

Rep. Bartlett (R)
Rep. Cardin
Rep. Hoyer
Rep. Mfume
Rep. Morella (R)
Rep. Wynn
Sen. Mikulski
Sen. Sarbanes

2048597117

MASSACHUSETTS

Rep. Frank
Rep. Meehan
Rep. Neal

MICHIGAN

Rep. Barda
Rep. Bonior
Rep. Carr
Rep. Collins
Rep. Conyers
Rep. Ford
Rep. Kildee
Rep. Levin
Rep. Stupak

MINNESOTA

Rep. Minge
Rep. Oberstar
Rep. Penny
Rep. Sabo

MISSISSIPPI

Rep. Montgomery
Rep. Parker
Rep. Taylor
Rep. Whitten
Sen. Cochran (R)
Sen. Lott (R)

MISSOURI

Rep. Clay
Rep. Danner
Rep. Gephardt
Rep. Skelton
Rep. Volkmer
Rep. Wheat
Sen. Bond (R)
Sen. Danforth (R)

MONTANA

Rep. Williams

NEBRASKA

Rep. Hoagland

NEVADA

NEW HAMPSHIRE

Rep. Swett
Sen. Gregg (R)

NEW JERSEY

Rep. Andrews
Rep. Klein
Rep. Menendez
Rep. Pallone
Rep. Payne

NEW MEXICO

Rep. Richardson

NEW YORK

Rep. Flake
Rep. Hinchey
Rep. Maloney
Rep. Manton
Rep. McNulty
Rep. Nadler
Rep. Owens
Rep. Rangel
Rep. Serrano
Rep. Slaughter
Rep. Towns
Rep. Velazquez

2048597118

NORTH CAROLINA

Rep. Ballenger (R)
Rep. Clayton
Rep. Coble (R)
Rep. Hefner
Rep. Lancaster
Rep. McMillan (R)
Rep. Neal
Rep. Price
Rep. Rose
Rep. Taylor (R)
Rep. Valentine
Rep. Watt
Sen. Faircloth (R)
Sen. Helms (R)

NORTH DAKOTA

Rep. Pomeroy
Sen. Conrad
Sen. Dorgan

OHIO

Rep. Applegate
Rep. Brown
Rep. Fingerhut
Rep. Hall
Rep. Mann
Rep. Stokes
Rep. Strickland
Rep. Traficant

OKLAHOMA

Rep. Brewster
Rep. English
Rep. Synar
Sen. Nickles (R)

OREGON

Rep. Furse
Rep. Kopetski

PENNSYLVANIA

Rep. Blackwell
Rep. Coyne
Rep. Holden
Rep. Kink
Rep. Margolies-Mezvinsky
Rep. McHale

RHODE ISLAND

SOUTH CAROLINA

Rep. Clyburn
Rep. Derrick
Rep. Inglis (R)
Rep. Ravenal (R)
Rep. Spence
Rep. Spratt
Sen. Hollings
Sen. Thurmond (R)

SOUTH DAKOTA

Rep. Johnson
Sen. Daschle

TENNESSEE

Rep. Clement
Rep. Cooper
Rep. Duncan (R)
Rep. Ford
Rep. Gordon
Rep. Lloyd
Rep. Sundquist (R)
Rep. Tanner
Rep. Quillen (R)
Sen. Mathews
Sen. Sasser

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TEXAS

Rep. Andrews
Rep. Barton (R)
Rep. Bonilla (R)
Rep. Brooks
Rep. Bryant
Rep. Chapman
Rep. Coleman
Rep. de la Garza
Rep. Edwards
Rep. Frost
Rep. Geren
Rep. Green
Rep. Gonzalez
Rep. Hall
Rep. Johnson
Rep. Laughlin
Rep. Ortiz
Rep. Pickle
Rep. Sarpallus
Rep. Stenholm
Rep. Tejeda
Rep. Washington
Rep. Wilson
Sen. Gramm (R)

UTAH

Rep. Shapard

VERMONT

VIRGINIA

Rep. Bateman (R)
Rep. Billey (R)
Rep. Boucher
Rep. Byrne
Rep. de Lugo
Rep. Goodlatte (R)
Rep. Moran
Rep. Payne
Rep. Pickett
Rep. Scott

VIRGINIA (Cont.)

Rep. Slisky
Rep. Wolf (R)
Sen. Robb
Sen. Warner (R)

WASHINGTON

Rep. Cantwell
Rep. Dunn (R)
Rep. Foley
Rep. Inslee
Rep. Kriedler
Rep. McDermott
Rep. Swift

WEST VIRGINIA

Rep. Mollohan
Rep. Rahall
Rep. Wise
Sen. Byrd
Sen. Rockefeller

WISCONSIN

Rep. Barrett
Rep. Kieczka
Rep. Obay

WYOMING

Sen. Simpson (R)

2048597120

● Project Government Affairs State Legislators

-5/13/93

Lead Responsibility: PM: Ellen Merlo, Tina Walls, Ted Lattanzio, Jay Poole
RJR:

ETS ☐ FET ☒

Time Line:
-Ongoing

Description: Develop listing of state lawmakers who could be helpful in contacting Congress and the Clinton Administration.

Action:

- *NCSL is willing to update state impact studies. Derek Crawford determining cost. NCSL waiting for President's plan. Expecting resolution activity at their annual meeting in July.
- *ALEC task force organized Re: Clinton plan. Next meeting is June 10-12 during to organization's annual federal briefing.
- CSG resolution deferred until September meetings
- SLC adopted resolution against FET on April 29 unanimously. (See attached policy)
- List of State elected official/opinion leaders submitted to Vic Han to augment support
- Pilot Plan called "Public Official Advocacy Program" is being tested in four states - AL, GA, TN, and VA. Goal is to encourage elected officials and key Administration officials to contact members of Congress on FET, as well as, encouraging locally elected officials to write Members as well. Ongoing, but pilot phase should be completed by April 20.
- Listing of State legislators continuously being compiled. Need action instructions sample letters and talking points.
- CARTs-State strategies being defined. Awaiting finalization of which ones are to be actuated/started.
- List of MC's known to State Contractors submitted to WRO. - Designated contacts being made
- ERC & MLC - contacts to be made this week.
- Contacting Western Legislative Conference of the Council of State Governments to update state impact studies and activate members.

2048597121

State Legislators (Continued)

POTENTIAL CONTACTS: STATE ELECTED OFFICIALS

REGION VII:

Illinois

- Patrick Quinn - State Treasurer (D)
- Sen. Pate Phillips (R)
- Sen. Laura Kent Donohue (R)
- Sen. J. Bradley Burzyuski (R)
- Sen. Todd Sieben (R)
- Sen. Aldo DeAngelis (R)
- Sen. Thomas Dunn (D)
- Sen. William O'Daniel (D)

REGION VIII:

Kansas

- Sen. Paul Burke (R)

REGION IX:

REGION X:

Arizona

- Rep. Art Hamilton (D)
- Bob Stump (R) - anti-tax; John Mangum.
- John Kyle (R) - anti-tax, but not friendly to tobacco industry. (may be taking on DeConcini); John Mangum.
- Colby (R) - no real influence but JM could approach.
- Coppersmith (D) - probably can't get; he'll go along with Administration; JM and RW would be willing to contact.
- Karen English (D) - needs major help from D.C. to get reelected; probably wouldn't help us; RW is best contact.
- Pastor (D) - used to be very supportive of tobacco issues, has recently distanced himself; both RW and JM have great access but RW may be better.
- DeConcini (D) - Rip was on staff; good contact, but doubtful support of tobacco.
- McCain (R) - JM has contact but "not great"; would need an argument that would say increase somehow negatively affects senior citizens.

2048597122

State Legislators (Continued)

Colorado

- Rep. Paul Schauer (R)

North Dakota

- Sen. Corliss Mushik (D)
- Sen. Steve Tomac (D)
- Kent Conrad is noted as one of Buffy's key contacts. John will talk to him over Congressional Easter Break; however, Al Wolf is also close to Conrad.
- We have contacts with Clinton's Chief of Staff, Burgum, former staffer to C. Burdick.

REGION XI:

Utah

- Sen. Mike Dmitrich (D), Senate Minority Leader.
- Rep. Frank Pignanelli (D), House Minority Leader.

Budget:

2048597123

**COUNCIL OF STATE GOVERNMENTS
RESOLUTION RELATING TO
CONSUMER EXCISE TAXES**

DRAFT

WHEREAS, President Clinton is promoting an aggressive agenda for the United States, in the areas of deficit reduction, economic and social policies;

WHEREAS, the President has called for an historic increase in income and energy taxes on individuals and businesses in the United States; and

WHEREAS, the President's recommended policies will have a profound impact on the administration and financing of government services at all levels;

NOW, THEREFORE, BE IT RESOLVED that, the Council of State Governments strongly opposes the inclusion of federal consumer excise tax increases in future Presidential and congressional policies, for the reasons stated below:

1. An increase in consumer excise taxes will further delay economic recovery in the United States, by adversely impacting job growth (As many as 850,000 jobs may be lost due to policies currently under consideration by the executive branch.);
2. An increase in consumer excise taxes will result in a reduction of tax competition between the federal government and state and local governments, (state and local governments could lose as much as \$2.8 billion in tax revenue.);
3. According to several studies conducted by government agencies and private institutions, consumer excise taxes place a disproportionate and unfair burden on the least affluent families; and
4. According to a recent study completed by the Council of State Governments, consumer excise taxes, more specifically those identified as taxes on "sin", i.e. tobacco, alcohol, motor fuel, etc., have been shown to be inadequate and unreliable revenue sources for vital services, such as, coverage of indigent health care.

NOW, THEREFORE, BE IT FURTHER RESOLVED that, the Council of State Governments believes that federal tax policy should be fair, balanced, and promote economic prosperity. Federal policies should not impair, but facilitate, the ability of state and local governments to adopt sound and equitable economic and tax policies to meet the commitments to its shared constituencies.

Adopted:

Director's or Sponsor's Name
Sponsor's title

2048597124

DRAFT

PROPOSED POLICY POSITION ON
FEDERAL EXCISE AND ENERGY TAXES

BACKGROUND

President Clinton is promoting an aggressive agenda for the United States, in the areas of deficit reduction, economic and social policies. Government spending has escalated to an all-time high, while America's savings and investment rates are still the lowest in the developed world. Further, unwarranted additional taxation will surely perpetuate the long-term continued decline in the financial position of the United States. Small business and start-up companies play a large role in our Southern economy; with agriculture, construction, manufacturing, mining and transportation all significantly impacted by proposed new taxes that would place an undue burden on our Southern consumers, producers and workers.

Cotton, poultry, rice, soybeans and tobacco would be especially vulnerable to energy and excise tax increases that would only serve to further exacerbate the disproportional and adverse economic impact of federal policies in the Southern states by the loss of as many as 300,000 additional jobs.

Historically, the median income in the Southern states is below the national average, and several recognized studies attest that consumer excise taxes place a disproportionate and unfair burden on the least affluent families. A more recent study by The Council of State Governments clearly shows that imposing additional consumer excise taxes on alcohol, motor fuel and tobacco would be an inadequate and unreliable revenue source for vital services, and an increase in consumer excise taxes will result in a loss of nearly \$3 Billion in tax revenue to state and local governments. Moreover, proposed Department of Defense base closings will result in the loss of as many as 54,000 additional jobs, disproportionately and adversely impacting the Southern states.

2048597125

RECOMMENDATION

That the Southern Legislative Conference of The Council of State Governments strongly opposes the inclusion of federal consumer excise tax and energy tax increases in current and future federal policies.

Further, the Southern Legislative Conference urges President Clinton and the Congress work together to attain a program of progressive reform that will improve living standards for all Americans by implementing sound economic policies and establishing a long-term strategic plan to revive American competitiveness and to stimulate America's domestic and global growth.

Sponsored by: Representative Charlie Williams, Mississippi
Chairman, Southern Legislative Conference

April 28, 1993

2048597126

Project Government Affairs Governors

-5/13/93

Lead Responsibility: PM: Ellen Merlo, Tina Walls, Ted Lattanzio, Jay Poole
RJR: Roger Mazingo

ETS ☐ FET ☒

Time Line:
-Ongoing

Description: Develop list of Governors who could be helpful in contacting Congress and the Clinton Administration. Determine how best to reach and activate them. Awaiting info. Governor Hunt (NC) setting up Task Forces in the state to combat excise tax. His group includes vendors/suppliers. Governor McWherter (TN) is concerned about impact and is going to meet with President Clinton in March. Governor Wilder calling. Effort to assure current Southern Governors expand to include all 17 SGA members to 1) Urge President against FET and 2) urge Senators and MCs to oppose FET underway. Similar efforts with NGA, DGA, RGA, EGA, MGA, WGA are beginning.

Action:

- *MP met with Gov. Walters Re: FET and impact on OK. Gov. is waiting for administration proposal but concerned about potential impact on OK.
- April 28 - NGA/Clinton meeting - Governors Folsom, Cambell, Miller and Carper names were given via Jay for final followup by Governor Hunt (NC).
- Governor Fordice (Ms.) contacted for future action.
- Jay Poole will meet with Governor Wilder to ask him to call Pres. Clinton and followup with a letter.
- Ed Jenkins (Former MC of GA) is meeting with GA Gov. Miller on 3/31/93.
- Already contacted: Governor Hunt (NC), Governor McWherter (TN), Governor Wilder (VA), Lt. Governor Mary Sue Terry (VA), Governor Jones (KY), Governor Baliles, Judge David Armstrong (AK), Sec. Riley, BTC and tobacco growers.
- Still pending: Gov. Miller (GA), NGA-Romea and Campbell, NCSL - John Sununu and Gov. Walters (OK). Mayor Abramson.
- Governor Waihee will not be contacted at this time because of state level excise tax legislation.

2048597127

Governors (Continued)

-5/13/93

Action:

- Awaiting contact with Campbell prior to conversation with Romer.
 - Contact DGA, NGA, RGA - SGA plan to be finalized this week.
 - Remain in contact.
 - Provide white papers, talking points and speeches.
 - NGA-Initial calls made; contact with Campbell
 - Governor Hunt plans to come to Washington, DC in the near future to speak with Clinton about the economic stimulus package and its impact of FET.
- (Victor Han) - Governors send message to White House on FET; gain media; coverage
Lead Responsibility: Victor Han, Jay Poole, Burson-Marsteller

Budget:

2048597128

● Project Government Affairs
DNC / Political Advisor

-5/13/93

Lead Responsibility: PM: Craig Fuller
RJR: Tom Griscom

ETS ☒ FET ☐

Time Line:
-April 15, 1993

Description: Generate information aimed at raising political concern.

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Action:
-Schedule meeting with DNC - Kathleen Linehan.

Budget:

2048597129

● Project Government Affairs
Administration

-5/13/93

Lead Responsibility: PM: Kathleen Linehan
RJR:

ETS ☐ FET ☒

Time Line:
-Ongoing

Description:

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Action:

- Meeting with Administrative officials week of 3/24/93. (Done)
- MAM in Washington, DC week of 3/15/93 (no meetings were held).
- RWM in Washington, DC for meetings 3/24/93.

Budget:

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2048597130

● Project Government Affairs
Hill Contacts with Local Lobbyists

-5/13/93

Lead Responsibility: PM: Kathleen Linehan

RJR:

TI: Walter Woodson

ETS ☐ FET ☒

Time Line:

-Ongoing

Description: Bring in local lobbyists to contact key House and Senate members.

Action:

- Industry teams are meeting this week to set up meetings during Easter recess.
Due April 13.
- Ellen Merlo is looking at the list and will advise Kathleen Linehan. (Complete).
- Develop a list of PM/RJR lobbyists and who they know on the Hill.
- PM/RJR/TI to develop a joint strategy.
- TI List - Walter Woodson.
- RJR List - Tom Griscom.

Budget:

2048597131

● Project Government Affairs
White House Coalition

-5/13/93

Lead Responsibility: PM: Kathleen Linehan
RJR:

ETS ☐ FET ☒

Time Line:
-Ongoing

Description: 1) 32 tobacco Democrats meet with H. Paster from the White House and discuss the excise tax issue week of March 8, 1993. (Done)
2) Senator Ford sees HRC -postponed.
3) Tobacco members writing letters to the White House.

Action:
-Governor Hunt calling Rahm Emmanuel

Budget:

2048597132

● Project Government Affairs Local Elected Officials

-5/13/93

Lead Responsibility: PM: Ellen Merlo, Tina Walls, Ted Lattanzio, Jay Poole
RJR:

ETS ☐ FET ☒

Time Line:
-Ongoing

Description:
Denver Councilwoman Cathy Reynold, Colo. Municipal League Executive
Director Sam Mamet

Action:

*The Florida Petroleum Marketers Association unanimously passed a resolution against the FET at their Spring Board meeting in Jacksonville, FL, on 4/22. The resolution is being sent to every member of the Florida Congressional delegation.

A copy of the resolution is attached. (see following page)

A number of NC Mayors have written the White House and Members opposing the tax. We are meeting next week with Richmond Mayor Kenny to ask him to send a letter to the Executive Committee of the VA municipal league asking them to co-sign a letter to the VA Congressional Delegation opposing the FET.

*GA Secy. of Agriculture to meet with Pres. Clinton. Secy. of Ag. agreed to get other Southern colleagues to oppose FET.

-Compile listing of key officials and their organizations.

POTENTIAL CONTACTS:

*LOCAL ELECTED OFFICIALS - Ongoing and under weekly reports.

REGION VII:

REGION VIII:

REGION IX:

REGION X:

Colorado

- Councilwoman Cathy Reynolds (Denver)
- CO Municipal League - Sam Mamet
- Mayor Tauer (Aurora)

2048597133

Local Elected Officials

(Continued)

-5/13/93

North Carolina

- Bill Shalhoob - local restaurant owner; key local leader.
- Mayor John Lindgren (D) - Fargo

REGION XI:

Utah

- Mayor Everett Dahl (Midvale)

REGION XII:

California

- Members of Republican Local Elected Officials (RLEOC)
- Members of CA Elected Association of Democrats (CALEAD)
- San Diego Mayor Susan Golding.
- San Bernadino Supervisor Jerry Eaves

Budget:

2048597134



Florida Petroleum Marketers Association Inc.

209 Office Plaza, Tallahassee, Florida 32301-2307 • Phone 904/877-5178 • FAX 904/877-5864

RESOLUTION

In Opposition to Increased Federal Excise Taxes on Cigarettes

Whereas, according to a Price Waterhouse economic impact study, a \$1.00 increase in the federal excise tax on cigarettes would result in the loss of 15,636 jobs and a loss of \$403 million in payroll in Florida's economy, with the state's retail sector bearing the brunt of the losses,

Whereas, according to Price Waterhouse, even a doubling of the federal excise tax on cigarettes would result in the loss of 4,600 jobs and a loss of \$118 million in payroll in Florida's economy,

Whereas, Florida's state excise tax on cigarettes is already some 30% higher than the national average,

Whereas, an increase in the federal excise tax on cigarettes would have a devastating effect on Florida's farm families that grow tobacco, who are also our customers,

Whereas, excise taxes are known to be one of the most regressive forms of taxation, hitting lower- and middle-income families hardest of all,

Whereas, taxpayers already pay too much to government in taxes,

Therefore, be it resolved that the Florida Petroleum Marketers Association, representative of supplying some 5000 retail outlets in Florida, stand in total opposition to any increase in the federal excise tax on cigarettes and calls on all federal legislators from the state of Florida to work and vote against this unfair, punitive tax.

Signed,

G. Alan Whiddy
Executive Vice President,
Florida Petroleum Marketers Association

Approved by the Board of Directors

April 22, 1993

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To	From
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Fax #	Fax #

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● Project Government Affairs
Briefings to the Hill

-5/13/93

Lead Responsibility: PM: Kathleen Linehan
RJR: B. Oglesby

ETS ☐ FET ☒

Time Line:
-Ongoing

Description:

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Action:

Budget:

●

2048597136

● Project Government Affairs
Senior Management Visits

-5/13/93

Lead Responsibility: PM: Kathleen Linehan
RJR: B. Ogelsby

ETS ☐ FET ☒

Time Line:
-March 16 & 17, 1993

Description: Visits should be made to Congressional leadership and key tobacco members.

Action:
-MAM Washington visit 3/16/93 and 3/17/93.

● *Budget:*

2048597137

● Project Government Affairs
Member Assignments

-5/13/93

Lead Responsibility: PM: Kathleen Linehan
RJR: B. Ogelsby

ETS ☐ FET ☒

Time Line:
-Ongoing

● *Description:* To ensure that key Members of Congress are covered, member assignments should be made. All staff and contract lobbyists should be assigned members. Reports of the visits should be submitted periodically and in timely fashion.

Action:
-March 28-31 to urge all tobacco democrats to meet with the House leadership on March 31.

Budget:

2048597138

● Project Government Affairs
Coordination w/ Tobacco Coalition

-5/13/93

Lead Responsibility: PM: Kathleen Linehan
RJR: B. Ogelsby

ETS ☐ FET ☒


Time Line:
-Ongoing

Description: Maintain close coordination with House coalition of tobacco members and tobacco state Senators to ensure timely and orderly support. We can supply timely intelligence reports.

Action:
-We've hit upwards to 30 Members of Congress in last two weeks.
- Discuss with Ford. (Done)

Budget:

2048597139



2048597140

Cardinal

Project Labor Strategy - Tax

-5/13/93

Lead Responsibility: PM: Kathleen Linehan, Ellen Merlo
RJR:

ETS ☐ FET ☒

Time Line:
-Ongoing

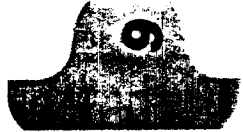
Description: It is imperative that we maintain union's support. To this end, immediate contact should be made with the head of the BCT and other employee groups affiliated with PM companies. The President of BCT should be solicited to contact his members as quickly as possible and request them to contact the White House and their Members of Congress. The BCT also should arrange a quick meeting with Lane Kirkland and other key figures within labor and secure their support. Once support is solidified, then labor should mount a campaign against the proposal.

Action:

- We are working with BCT Local Officials who will have a booth at the National AFL-CIO trade show in St. Louis. We are working toward developing the capability of generating anti-FET letters on the spot that union members in attendance can forward to their own Members of Congress.
- Deadline: May 17, 1993.
- Constantly in contact with TI Labor Management - Kathleen Linehan
- Contacted by Jay Poole - Has agreed to enlist help of AFL-CIO to support industry position, phone and mail efforts.
- RJR will get readout from us.
- TI may be working on some ads.
- Ellen Merlo and Tom Griscom need to talk to Sam Chilcote.
- Dinner with BCT president on 3/10/93 by WIC, KML. (Done).

Budget:

2048597141



2048597142



Project TI Coordination TI Lobby Plan

-5/13/93

Lead Responsibility: PM: Jay Poole, David Nicoli
RJR: Randy Thompson
TI: Bob McAdams

ETS ■ FET ■

Time Line:
-April 15, 1993

Description: Coordinate all tobacco lobbyists through TI. This is no time for anyone to freelance. Although TI does not have all the tobacco companies in its membership, this may be the time for outreach - all companies employ people, have plants, etc.

Action:

- Meeting of the inter-company/TI group on Tuesday April 6.
- First meeting with McAdams for TI held on March 25; second meeting set for April 16.
- Briefing for Bill/Jim/Andrew.
- Strategy to be worked out by Craig Fuller or Craig Fuller and Tom Griscom.
- After strategy worked out, logistics of coordination must be established by RJR/PM Team.
- Designate group on FET strategy/one representative from PM/RJR/TI to coordinate "all" activities (linking all groups) reporting to Core Group.
- Decide on representatives from each company.
- Ellen Merlo to make assignment of PM coordinator/strategist.
- Tom Griscom to deliver message to TI.
- Jay Poole named as PMUSA Representative -has been communicated to TI (Merlo).
- David Nicoli - WRO Representative.-has been communicated to TI (Merlo).

Budget:

2048597143

● Project TI Coordination
TI Educational Packet

-5/13/93

Lead Responsibility: PM: Ellen Merlo, Kathleen Linehan, Jay Poole
RJR: Tom Griscom, B. Oglesby

ETS ■ FET ■

Time Line:
-April 15, 1993

Description: TI is developing information packets and briefing papers for ETS and Excise Tax issues.

Action:

- *On going meetings with coordinating Committees take place on weekly basis.
- *ETS included in latest TI meetings.
- *Legislative updates coming in form all sectors.

Budget:

2048597144

2048597145

03 Original

● Project Science Publicly Challenge EPA Science

-5/13/93

Lead Responsibility: PM: Steve Parrish, Jim Boland
RJR: Tom Griscom

ETS ☒ FET ☐

Time Line:

-Due April 1, 1993

Description: Consider a press conference to challenge EPA Risk Assessment, or an open letter to the new EPA Administrator.

Action:

- Evaluate basis for a new challenge, due: 4/1/93.
- Burson-Marsteller.
- Work being done with Manhattan Institute.
- Scientific organization on how Risk Assessments done: cellular phone, ETS and others.
- Stanford Research Institute to review EPA statistics (Steve Parrish to work on who has contacts with Stanford).

Budget:

2048597146

● Project Science
Reexamine ETS Study

-5/13/93

Lead Responsibility: PM: Tom Borelli, Jim Boland
RJR: Sears Strawker, Mary Ward

ETS ■ FET □

Time Line:
-April 15, 1993

Description: Maintain an ongoing review of ETS studies and findings and present a case for a reexamination of ETS at EPA.

● *Action:*

*PM TB/JB - Will arrange a meeting with RJR to discuss a consultant's proposal that raises the weaknesses and the ramifications of the risk assessment to the EPA. Additionally, we will discuss another proposal for EPA's methodology to be reviewed by an outside statistical group.

● *Budget:*

2048597147

Project _____ Science _____
Science Spokesperson

-5/13/93

Lead Responsibility: PM: Tom Borelli
RJR:

Burson-Marsteller
APCO

ETS ☒ FET ☐

Time Line:
-Searching

Description: Identify one or more scientists willing to speak on the ETS subject in support of our position. Place them in speaking opportunities.

Victor Han: Free up TI scientists; identify others for media.

Lead Responsibility: PM: Victor Han, Steve Parrish Burson-Marsteller
RJR:

Action:

*PM TB - APCO/Burson Marsteller are identifying various environmental symposia where ETS can be raised and various policy group speakers will be reviewed as possible candidates.

-Still looking

Budget:

2048597148

Project _____ *Science* _____
Presentation to OSHA on ETS

-5/13/93

Lead Responsibility: PM: Denise Keane, Jim Boland
RJR: Mary Ward

ETS ☒ FET ☐

Time Line:
-TBD

Description: Develop a presentation on ETS to make to OSHA.

Action:

- Ready for presentation last week in April, presentation can be used for EPA if needed.
- Denise Keane will contact.
- Should unions take lead?

Budget:

2048597149



2048597150

Cardinal

Project

Research Studies

-5/13/93

Lead Responsibility: PM: Lance Pressl, Derek Crawford
RJR:

ETS ■ FET ■

Time Line:

-April 15, 1993

Description: There are 5 studies under development that could have a bearing on the debate: (1) the LULAC health care financing study (Done-March 25); (2) the Committee for a Responsible Federal Budget's health care cost containment study (Rollout-April 12); (3) CART's updated Regressivity Study and Macro Jobs Impact Study (Done-March 15); (4) Economic Policy Institute study on regressivity of the current health care financing system (Rollout-April 7); and (5) The Council of State Government's study on diminishing tax receipts. It is important to express the findings to the media and public in layman's terms so that the message is not lost in an academic debate.

Other available studies, research and technical assistance. Impact Sheets & Visual Support. \$2/Pack Argument/Information Sheets: National/State by State. Studies by third parties: Council of State Governments: Diminishing Return of Excise Taxes; A. Philip Randolph Institute: Impact of Taxes On African-American, Health Care Financing, American Agricultural Movement; Impact of Excise Taxes On Rural American; National Conference of State Legislatures: Effect of FET Changes on Women, Minorities and the Middle Class; Excise Taxes in the American Fiscal System; Congressional Budget Office: Rising Health Care Costs; National CART: Regressivity & Jobs Analysis; Institute for Research on the Economics of Tax: Social Costs; Public Policy, and Freedom of Choice. State-Specific And Internal Studies: Geo-Political Mapping Analyses, Regressivity Studies, and Fiscal Conditions.

Action:

- Looking at "backout" of \$24 billion social costs figure. (In process with PM/TI)
- Evaluating studies and determining if more are needed.
(Do we need to Commission any other studies?)
- May be doing research on FET.
- Need to get material from TI so we can evaluate; Washington Office should get what's there.
- We want to look at large media component.
- Tally points.

Budget:

2048597151